

**WHAT IS CLAIMED IS:**

1. A method for the long-term leasing by a company of a plurality of properties,  
two or more of which are separately owned, comprising:

identifying a suitable property to acquire through lease and

5 tendering to each property owner a defined lease acquisition offer providing multiple  
scenarios or choices, comprising an offer to lease each property for a term of years with a  
lump sum payment as consideration.

2. The method of claim 1, wherein said properties are parcels of land.

10 3. The method of claim 2, wherein each parcel of land is within an area where a  
wireless communications facility is needed for a wireless communications network and  
contains a location desirable for positioning said facility.

15 4. The method of claim 3, wherein at least one wireless communications facility  
is a cell tower.

5. The method of claim 3, wherein said offer is to lease only a portion of each  
parcel of land comprising said desirable location, and access thereto, if necessary.

20 6. The method of claim 3, wherein said offer is to lease said entire parcel of land.

7. The method of claim 1, wherein said lump sum payment is divided into a series of shorter-term payments.

8. The method of claim 7, wherein said payment term is for less than one-half of  
5 said lease term.

9. The method of claim 1, wherein said lump sum payment is undivided.

10. The method of claim 9, wherein said lump sum payment is to be made within  
10 90 days of lease execution.

11. The method of claim 1, wherein said lump sum payment is to be made in cash.

12. The method of claim 1, wherein said lump sum payment is to be made with  
15 negotiable securities having a reasonable degree of liquidity.

13. The method of claim 12, wherein said negotiable securities are stock or stock options in said company.

20 14. The method of claim 12, wherein said negotiable securities are one or more zero coupon bonds having an aggregate face value equal to said lump sum payment.

15. The method of claim 1, further comprising the step of financing said lump sum payment using negotiable securities with a reasonable degree of liquidity as collateral.

16. The method of claim 3, wherein after said identifying step and before said  
5 tendering step, said method further comprises the steps of:  
determining the amount of debt encumbering each property; and  
calculating for each encumbered property a lump sum payment amount approximating  
the amount of debt encumbering the property to be used as a beginning point for negotiation.

10 17. The method of claim 3, wherein at least one offer further includes a first right  
of refusal for said company to purchase said parcel of land, or a portion of said parcel  
comprising said desirable location, and access thereto, if necessary, if the owner receives a  
purchase offer for said parcel, for which said lump sum payment also serves as consideration.

15 18. The method of claim 3, wherein at least one offer further includes an option  
exercisable by said property owner to sell to said company at a predetermined price said  
parcel of land, or a portion of said parcel comprising said desirable location, and access  
thereto, if necessary, for which said lump sum payment also serves as consideration.

20 19. The method of claim 3, further comprising, when an offer is refused, the step  
of tendering to each refusing landowner an offer to lease their property for a term of years  
with periodic rental payments over the term of the lease, with the balance payable as a lump

sum at a predetermined discount at the option of said landowner at any time during the term of the lease.

20. The method of claim 19, wherein at least one offer further includes a first right  
5 of refusal for said company to purchase said parcel of land, or a portion of said parcel comprising said desirable location, and access thereto, if necessary, if the owner receives a purchase offer for said parcel, for which said lease payments also serve as consideration.

21. The method of claim 19, wherein at least one offer further includes an option  
10 exercisable by said property owner to sell to said company at a predetermined price said parcel of land, or a portion of said parcel comprising said desirable location, and access thereto, if necessary, for which said lease payments also serve as consideration.

22. The method of claim 3; wherein said offer is made to landowners currently  
15 leasing their property to said company for a term of years with periodic rental payments over the term of the lease less than one year before said lease is up for renewal.

23. The method of claim 3, wherein said offer is made to landowners currently  
leasing their property to said company for a term of years with periodic rental payments over  
20 the term of the lease more than one year before said lease is up for renewal.

24. The method of claim 3, wherein said offer is made to landowners currently not leasing their property.

25. The method of claim 3, wherein said offer does not include sharing of co-locator fees.